

Housing Supply Overview

A Research Tool Provided by the Greater San Diego Association of REALTORS®

July 2020

Strong buyer demand in the face of a constrained supply of homes for sale continues to be the story again this month. New construction activity, in the form of housing starts as reported by the Department of Commerce, has picked up in recent weeks but remains well below levels required to substantially increase the number of homes for sale. Continued low interest rates are expected to maintain healthy buyer activity, while reluctant sellers and the changing season are likely to drag the inventory of homes for sale lower into the late summer and early fall market. For the 12-month period spanning August 2019 through July 2020, Pending Sales in the San Diego were up 1.3 percent overall. The price range with the largest gain in sales was the \$1,250,001 to \$2,000,000 range, where they increased 20.5 percent.

The overall Median Sales Price was up 4.3 percent to \$600,000. The property type with the largest price gain was the Single-Family Homes segment, where prices increased 4.7 percent to \$675,000. The price range that tended to sell the quickest was the \$250,001 to \$500,000 range at 26 days; the price range that tended to sell the slowest was the \$5,000,001 and Above range at 112 days.

Market-wide, inventory levels were down 44.6 percent. The property type with the smallest decline was the Condos - Townhomes segment, where they decreased 28.9 percent. That amounts to 1.3 months supply for Single-Family homes and 1.7 months supply for Condos.

Quick Facts

+ 20.5%

+ 16.0%

+ 3.3%

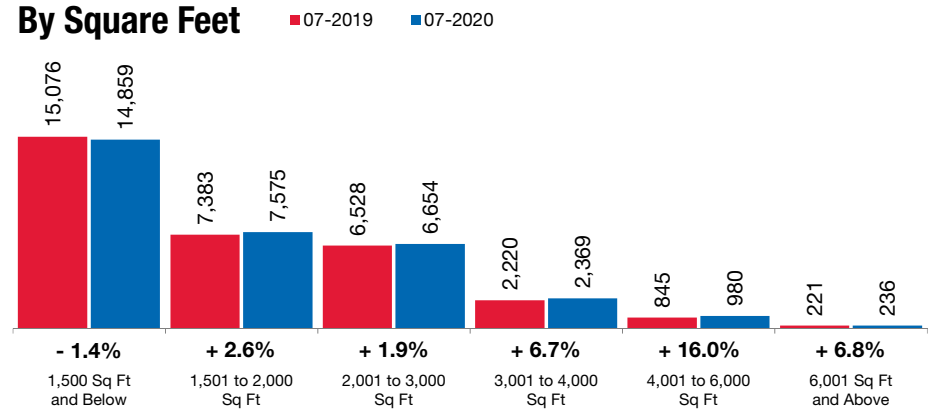
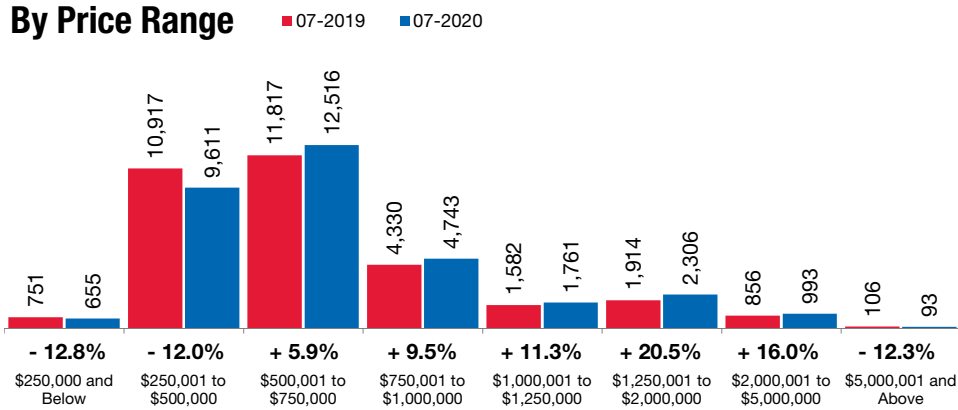
Price Range With Strongest Pending Sales:	Home Size With Strongest Pending Sales:	Property Type With Strongest Pending Sales:
\$1,250,001 to \$2,000,000	4,001 to 6,000 Sq Ft	Condos - Townhomes

Residential real estate activity in San Diego County, comprised of single family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Pending Sales

A count of properties on which offers have been accepted. Based on a rolling 12-month calculation.



All Properties

By Price Range	07-2019	07-2020	Change
\$250,000 and Below	751	655	- 12.8%
\$250,001 to \$500,000	10,917	9,611	- 12.0%
\$500,001 to \$750,000	11,817	12,516	+ 5.9%
\$750,001 to \$1,000,000	4,330	4,743	+ 9.5%
\$1,000,001 to \$1,250,000	1,582	1,761	+ 11.3%
\$1,250,001 to \$2,000,000	1,914	2,306	+ 20.5%
\$2,000,001 to \$5,000,000	856	993	+ 16.0%
\$5,000,001 and Above	106	93	- 12.3%
All Price Ranges	32,273	32,678	+ 1.3%

Single-Family Homes

07-2019	07-2020	Change	07-2019	07-2020	Change
90	92	+ 2.2%	661	563	- 14.8%
4,408	3,102	- 29.6%	6,509	6,509	0.0%
9,377	9,816	+ 4.7%	2,440	2,700	+ 10.7%
3,676	3,995	+ 8.7%	654	748	+ 14.4%
1,388	1,523	+ 9.7%	194	238	+ 22.7%
1,681	2,028	+ 20.6%	233	278	+ 19.3%
773	893	+ 15.5%	83	100	+ 20.5%
101	93	- 7.9%	5	0	- 100.0%
21,494	21,542	+ 0.2%	10,779	11,136	+ 3.3%

Condos - Townhomes

By Square Feet	07-2019	07-2020	Change
1,500 Sq Ft and Below	15,076	14,859	- 1.4%
1,501 to 2,000 Sq Ft	7,383	7,575	+ 2.6%
2,001 to 3,000 Sq Ft	6,528	6,654	+ 1.9%
3,001 to 4,000 Sq Ft	2,220	2,369	+ 6.7%
4,001 to 6,000 Sq Ft	845	980	+ 16.0%
6,001 Sq Ft and Above	221	236	+ 6.8%
All Square Footage	32,273	32,678	+ 1.3%

07-2019	07-2020	Change	07-2019	07-2020	Change
6,474	6,162	- 4.8%	8,602	8,697	+ 1.1%
5,608	5,566	- 0.7%	1,775	2,009	+ 13.2%
6,149	6,251	+ 1.7%	379	403	+ 6.3%
2,202	2,347	+ 6.6%	18	22	+ 22.2%
841	976	+ 16.1%	4	4	0.0%
220	236	+ 7.3%	1	0	- 100.0%
21,494	21,542	+ 0.2%	10,779	11,136	+ 3.3%

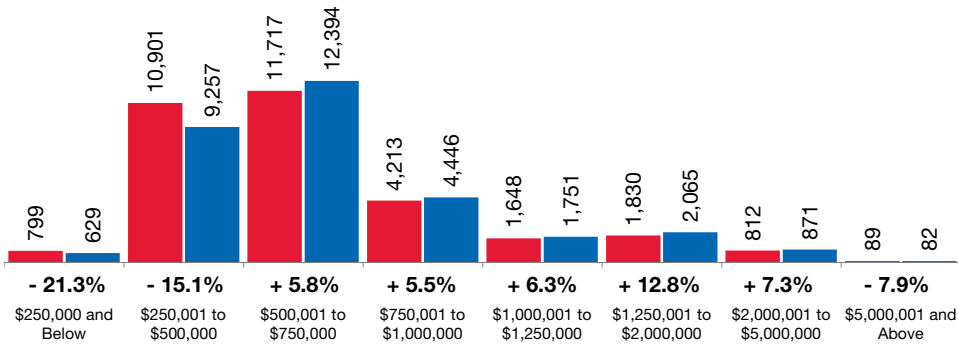


Closed Sales

A count of the actual sales that have closed in a given month. Based on a rolling 12-month calculation.

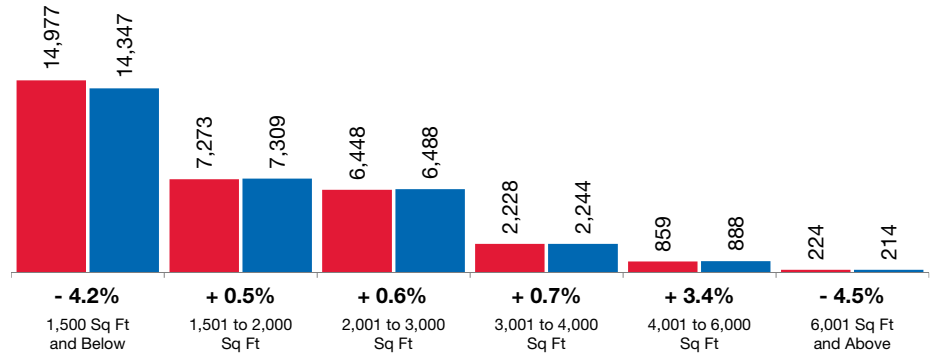
By Price Range

07-2019 07-2020



By Square Feet

07-2019 07-2020



All Properties

By Price Range	07-2019	07-2020	Change
\$250,000 and Below	799	629	-21.3%
\$250,001 to \$500,000	10,901	9,257	-15.1%
\$500,001 to \$750,000	11,717	12,394	+5.8%
\$750,001 to \$1,000,000	4,213	4,446	+5.5%
\$1,000,001 to \$1,250,000	1,648	1,751	+6.3%
\$1,250,001 to \$2,000,000	1,830	2,065	+12.8%
\$2,000,001 to \$5,000,000	812	871	+7.3%
\$5,000,001 and Above	89	82	-7.9%
All Price Ranges	32,009	31,495	-1.6%

Single-Family Homes

07-2019	07-2020	Change	07-2019	07-2020	Change
108	83	-23.1%	691	546	-21.0%
4,394	3,016	-31.4%	6,507	6,241	-4.1%
9,342	9,760	+4.5%	2,375	2,634	+10.9%
3,565	3,756	+5.4%	648	690	+6.5%
1,446	1,509	+4.4%	202	242	+19.8%
1,622	1,828	+12.7%	208	237	+13.9%
738	783	+6.1%	74	88	+18.9%
83	81	-2.4%	6	1	-83.3%
21,298	20,816	-2.3%	10,711	10,679	-0.3%

Condos - Townhomes

By Square Feet	07-2019	07-2020	Change
1,500 Sq Ft and Below	14,977	14,347	-4.2%
1,501 to 2,000 Sq Ft	7,273	7,309	+0.5%
2,001 to 3,000 Sq Ft	6,448	6,488	+0.6%
3,001 to 4,000 Sq Ft	2,228	2,244	+0.7%
4,001 to 6,000 Sq Ft	859	888	+3.4%
6,001 Sq Ft and Above	224	214	-4.5%
All Square Footage	32,009	31,495	-1.6%

07-2019	07-2020	Change	07-2019	07-2020	Change
6,416	6,011	-6.3%	8,561	8,336	-2.6%
5,527	5,371	-2.8%	1,746	1,938	+11.0%
6,065	6,110	+0.7%	383	378	-1.3%
2,212	2,222	+0.5%	16	22	+37.5%
855	884	+3.4%	4	4	0.0%
223	214	-4.0%	1	0	-100.0%
21,298	20,816	-2.3%	10,711	10,679	-0.3%

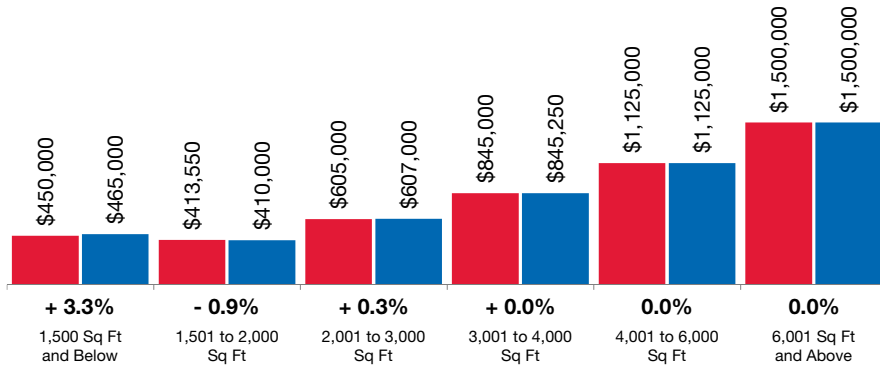


Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month. **Based on a rolling 12-month median.**

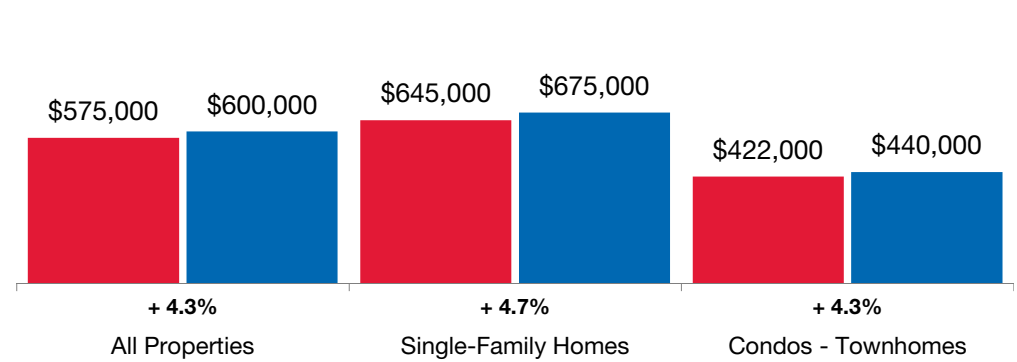
By Square Feet

■ 07-2019 ■ 07-2020



By Property Type

■ 07-2019 ■ 07-2020

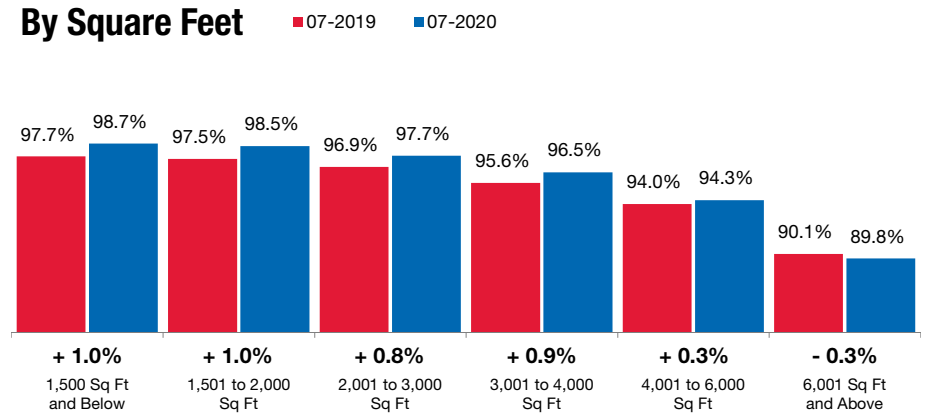
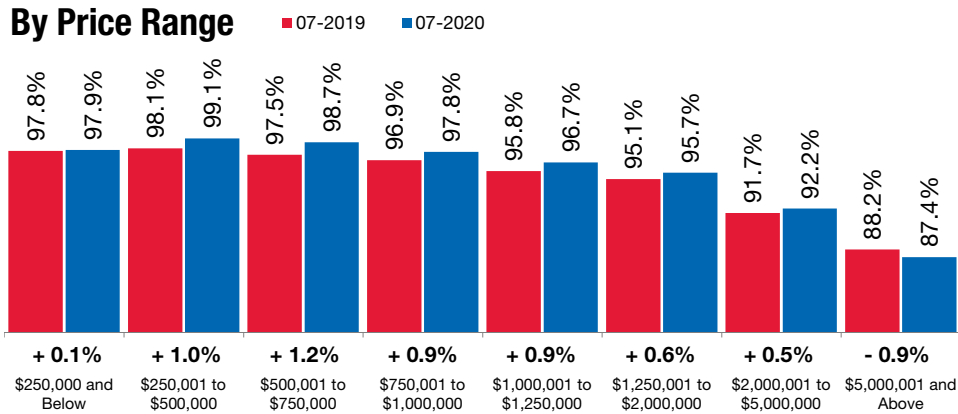


By Square Feet	All Properties		
	07-2019	07-2020	Change
1,500 Sq Ft and Below	\$450,000	\$465,000	+ 3.3%
1,501 to 2,000 Sq Ft	\$413,550	\$410,000	- 0.9%
2,001 to 3,000 Sq Ft	\$605,000	\$607,000	+ 0.3%
3,001 to 4,000 Sq Ft	\$845,000	\$845,250	+ 0.0%
4,001 to 6,000 Sq Ft	\$1,125,000	\$1,125,000	0.0%
6,001 Sq Ft and Above	\$1,500,000	\$1,500,000	0.0%
All Square Footage	\$575,000	\$600,000	+ 4.3%

By Square Feet	Single-Family Homes			Condos - Townhomes		
	07-2019	07-2020	Change	07-2019	07-2020	Change
1,500 Sq Ft and Below	\$500,000	\$525,000	+ 5.0%	\$387,000	\$400,000	+ 3.4%
1,501 to 2,000 Sq Ft	\$452,500	\$455,000	+ 0.6%	\$375,000	\$385,000	+ 2.7%
2,001 to 3,000 Sq Ft	\$610,000	\$610,000	0.0%	\$590,000	\$590,000	0.0%
3,001 to 4,000 Sq Ft	\$848,600	\$846,259	- 0.3%	\$840,000	\$845,000	+ 0.6%
4,001 to 6,000 Sq Ft	\$1,125,000	\$1,125,000	0.0%	\$1,125,000	\$1,112,500	- 1.1%
6,001 Sq Ft and Above	\$1,500,000	\$1,500,000	0.0%	\$1,451,500	\$1,545,000	+ 6.4%
All Square Footage	\$645,000	\$675,000	+ 4.7%	\$422,000	\$440,000	+ 4.3%

Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold, in a given month, not accounting for seller concessions. **Based on a rolling 12-month average.**



All Properties

By Price Range	07-2019	07-2020	Change
\$250,000 and Below	97.8%	97.9%	+ 0.1%
\$250,001 to \$500,000	98.1%	99.1%	+ 1.0%
\$500,001 to \$750,000	97.5%	98.7%	+ 1.2%
\$750,001 to \$1,000,000	96.9%	97.8%	+ 0.9%
\$1,000,001 to \$1,250,000	95.8%	96.7%	+ 0.9%
\$1,250,001 to \$2,000,000	95.1%	95.7%	+ 0.6%
\$2,000,001 to \$5,000,000	91.7%	92.2%	+ 0.5%
\$5,000,001 and Above	88.2%	87.4%	- 0.9%
All Price Ranges	97.2%	98.1%	+ 0.9%

Single-Family Homes

07-2019	07-2020	Change	07-2019	07-2020	Change
94.5%	94.2%	- 0.3%	98.3%	98.5%	+ 0.2%
98.3%	99.5%	+ 1.2%	98.0%	98.9%	+ 0.9%
97.5%	98.8%	+ 1.3%	97.4%	98.1%	+ 0.7%
97.0%	97.9%	+ 0.9%	96.8%	97.2%	+ 0.4%
96.1%	97.0%	+ 0.9%	94.1%	95.2%	+ 1.2%
95.2%	95.9%	+ 0.7%	94.2%	94.4%	+ 0.2%
91.5%	92.1%	+ 0.7%	93.7%	93.0%	- 0.7%
88.2%	87.4%	- 0.9%	87.4%	--	--
97.0%	98.0%	+ 1.0%	97.6%	98.3%	+ 0.7%

Condos - Townhomes

By Square Feet	07-2019	07-2020	Change
1,500 Sq Ft and Below	97.7%	98.7%	+ 1.0%
1,501 to 2,000 Sq Ft	97.5%	98.5%	+ 1.0%
2,001 to 3,000 Sq Ft	96.9%	97.7%	+ 0.8%
3,001 to 4,000 Sq Ft	95.6%	96.5%	+ 0.9%
4,001 to 6,000 Sq Ft	94.0%	94.3%	+ 0.3%
6,001 Sq Ft and Above	90.1%	89.8%	- 0.3%
All Square Footage	97.2%	98.1%	+ 0.9%

07-2019	07-2020	Change	07-2019	07-2020	Change
97.7%	99.1%	+ 1.4%	97.7%	98.5%	+ 0.8%
97.5%	98.6%	+ 1.1%	97.3%	98.1%	+ 0.8%
96.9%	97.8%	+ 0.9%	96.2%	96.7%	+ 0.5%
95.6%	96.5%	+ 0.9%	93.6%	93.2%	- 0.4%
94.0%	94.3%	+ 0.3%	88.5%	94.7%	+ 7.0%
90.0%	89.8%	- 0.2%	103.4%	--	--
97.0%	98.0%	+ 1.0%	97.6%	98.3%	+ 0.7%

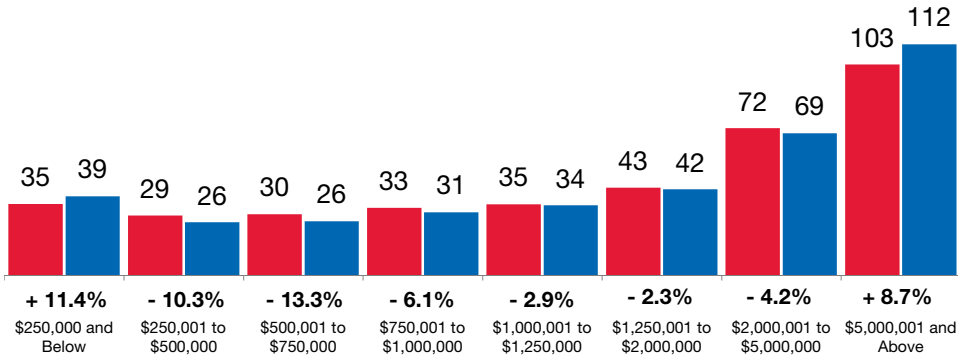


Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted, in a given month.
Based on a rolling 12-month average.

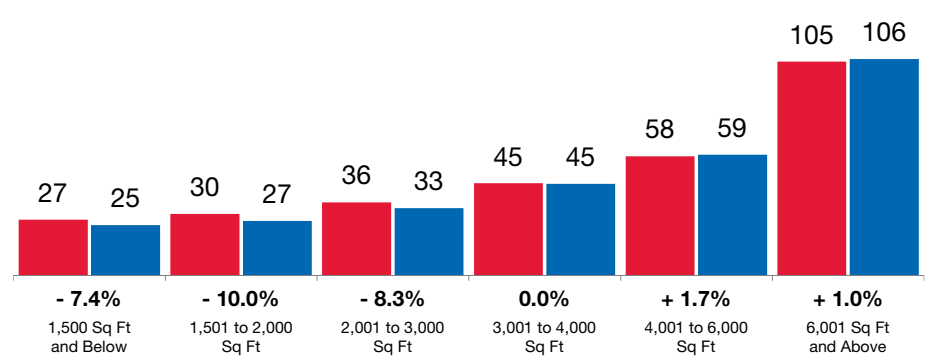
By Price Range

■ 07-2019 ■ 07-2020



By Square Feet

■ 07-2019 ■ 07-2020



All Properties

By Price Range	07-2019	07-2020	Change
\$250,000 and Below	35	39	+ 11.4%
\$250,001 to \$500,000	29	26	- 10.3%
\$500,001 to \$750,000	30	26	- 13.3%
\$750,001 to \$1,000,000	33	31	- 6.1%
\$1,000,001 to \$1,250,000	35	34	- 2.9%
\$1,250,001 to \$2,000,000	43	42	- 2.3%
\$2,000,001 to \$5,000,000	72	69	- 4.2%
\$5,000,001 and Above	103	112	+ 8.7%
All Price Ranges	32	30	- 6.3%

Single-Family Homes

07-2019	07-2020	Change
44	93	+ 111.4%
31	28	- 9.7%
30	25	- 16.7%
32	29	- 9.4%
33	32	- 3.0%
42	40	- 4.8%
72	70	- 2.8%
106	113	+ 6.6%
33	30	- 9.1%

Condos - Townhomes

07-2019	07-2020	Change
33	30	- 9.1%
28	25	- 10.7%
29	30	+ 3.4%
40	41	+ 2.5%
49	47	- 4.1%
49	56	+ 14.3%
63	62	- 1.6%
63	65	+ 3.2%
30	29	- 3.3%

By Square Feet

07-2019	07-2020	Change
27	25	- 7.4%
30	27	- 10.0%
36	33	- 8.3%
45	45	0.0%
58	59	+ 1.7%
105	106	+ 1.0%
32	30	- 6.3%

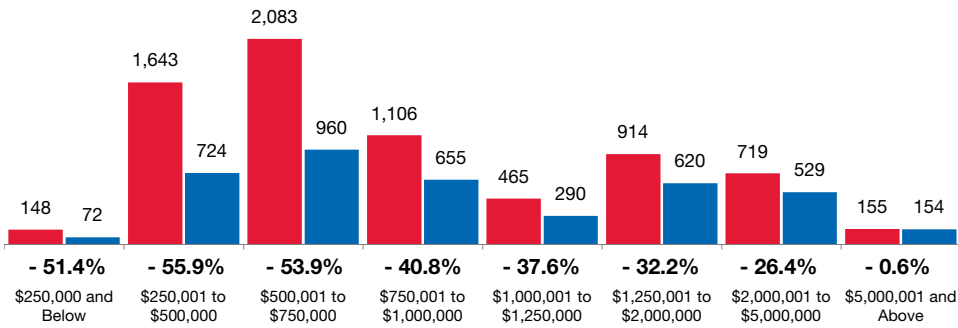
07-2019	07-2020	Change
26	22	- 15.4%
29	24	- 17.2%
35	32	- 8.6%
45	45	0.0%
58	59	+ 1.7%
105	106	+ 1.0%
33	30	- 9.1%



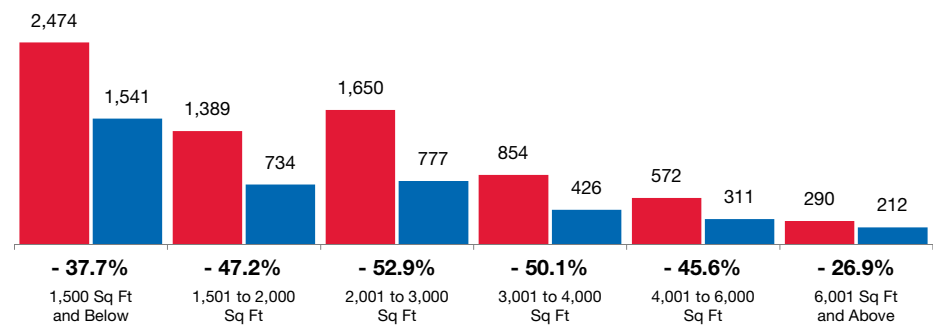
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.
Based on one month of activity.

By Price Range



By Square Feet



All Properties

By Price Range	07-2019	07-2020	Change
\$250,000 and Below	148	72	- 51.4%
\$250,001 to \$500,000	1,643	724	- 55.9%
\$500,001 to \$750,000	2,083	960	- 53.9%
\$750,001 to \$1,000,000	1,106	655	- 40.8%
\$1,000,001 to \$1,250,000	465	290	- 37.6%
\$1,250,001 to \$2,000,000	914	620	- 32.2%
\$2,000,001 to \$5,000,000	719	529	- 26.4%
\$5,000,001 and Above	155	154	- 0.6%
All Price Ranges	7,233	4,004	- 44.6%

Single-Family Homes

07-2019	07-2020	Change	07-2019	07-2020	Change
40	16	- 60.0%	108	56	- 48.1%
631	144	- 77.2%	1,012	580	- 42.7%
1,578	554	- 64.9%	505	406	- 19.6%
856	451	- 47.3%	250	204	- 18.4%
362	196	- 45.9%	103	94	- 8.7%
726	444	- 38.8%	188	176	- 6.4%
627	441	- 29.7%	92	88	- 4.3%
146	146	0.0%	9	8	- 11.1%
4,966	2,392	- 51.8%	2,267	1,612	- 28.9%

Condos - Townhomes

By Square Feet	07-2019	07-2020	Change
1,500 Sq Ft and Below	2,474	1,541	- 37.7%
1,501 to 2,000 Sq Ft	1,389	734	- 47.2%
2,001 to 3,000 Sq Ft	1,650	777	- 52.9%
3,001 to 4,000 Sq Ft	854	426	- 50.1%
4,001 to 6,000 Sq Ft	572	311	- 45.6%
6,001 Sq Ft and Above	290	212	- 26.9%
All Square Footage	7,233	4,004	- 44.6%

07-2019	07-2020	Change	07-2019	07-2020	Change
908	430	- 52.6%	1,566	1,111	- 29.1%
907	414	- 54.4%	482	320	- 33.6%
1,460	625	- 57.2%	190	152	- 20.0%
829	405	- 51.1%	25	21	- 16.0%
568	304	- 46.5%	4	7	+ 75.0%
290	211	- 27.2%	0	1	--
4,966	2,392	- 51.8%	2,267	1,612	- 28.9%

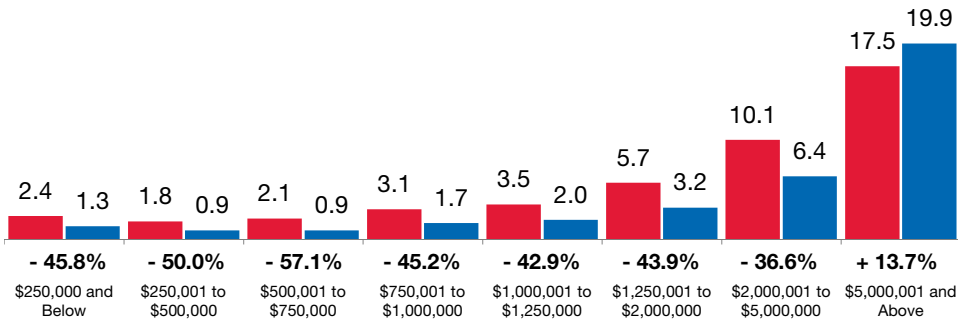


Months Supply of Inventory

The inventory of homes for sale at the end of the most recent month, based on one month of activity, divided by the average monthly pending sales from the last 12 months.

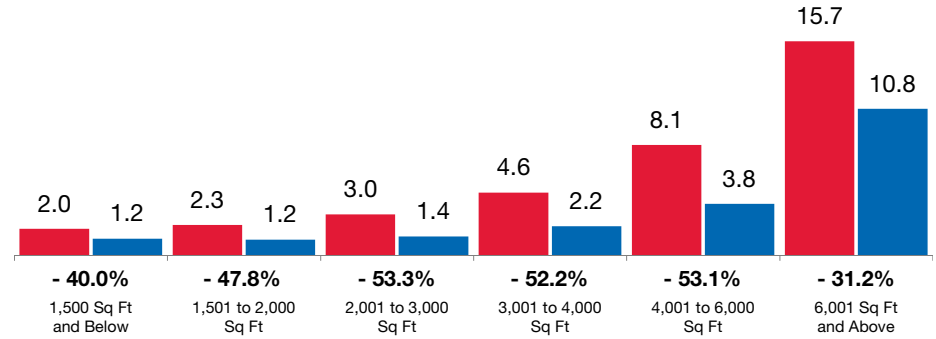
By Price Range

■ 07-2019 ■ 07-2020



By Square Feet

■ 07-2019 ■ 07-2020



All Properties

By Price Range	07-2019	07-2020	Change
\$250,000 and Below	2.4	1.3	-45.8%
\$250,001 to \$500,000	1.8	0.9	-50.0%
\$500,001 to \$750,000	2.1	0.9	-57.1%
\$750,001 to \$1,000,000	3.1	1.7	-45.2%
\$1,000,001 to \$1,250,000	3.5	2.0	-42.9%
\$1,250,001 to \$2,000,000	5.7	3.2	-43.9%
\$2,000,001 to \$5,000,000	10.1	6.4	-36.6%
\$5,000,001 and Above	17.5	19.9	+13.7%
All Price Ranges	2.7	1.5	-44.4%

Single-Family Homes

07-2019	07-2020	Change	07-2019	07-2020	Change
5.3	2.1	-60.4%	2.0	1.2	-40.0%
1.7	0.6	-64.7%	1.9	1.1	-42.1%
2.0	0.7	-65.0%	2.5	1.8	-28.0%
2.8	1.4	-50.0%	4.6	3.3	-28.3%
3.1	1.5	-51.6%	6.4	4.7	-26.6%
5.2	2.6	-50.0%	9.7	7.6	-21.6%
9.7	5.9	-39.2%	13.3	9.7	-27.1%
17.3	18.8	+8.7%	9.0	--	--
2.8	1.3	-53.6%	2.5	1.7	-32.0%

Condos - Townhomes

By Square Feet	07-2019	07-2020	Change
1,500 Sq Ft and Below	2.0	1.2	-40.0%
1,501 to 2,000 Sq Ft	2.3	1.2	-47.8%
2,001 to 3,000 Sq Ft	3.0	1.4	-53.3%
3,001 to 4,000 Sq Ft	4.6	2.2	-52.2%
4,001 to 6,000 Sq Ft	8.1	3.8	-53.1%
6,001 Sq Ft and Above	15.7	10.8	-31.2%
All Square Footage	2.7	1.5	-44.4%

07-2019	07-2020	Change	07-2019	07-2020	Change
1.7	0.8	-52.9%	2.2	1.5	-31.8%
1.9	0.9	-52.6%	3.3	1.9	-42.4%
2.8	1.2	-57.1%	6.0	4.5	-25.0%
4.5	2.1	-53.3%	12.5	8.6	-31.2%
8.1	3.7	-54.3%	3.0	7.0	+133.3%
15.8	10.7	-32.3%	--	--	--
2.8	1.3	-53.6%	2.5	1.7	-32.0%

